DOCUMENT RESUME

ED 377 857 IR 055 296

AUTHOR Hartzell, Gary N.
TITLE Building Influence for the School Librarian. Professional Growth Series.
REPORT NO ISBN-0-938865-32-3
PUB DATE 94
NOTE 197p.
AVAILABLE FROM Linworth Publishing, Inc., 480 East Wilson Bridge Road, Suite L, Worthington, OH 43085 ($28.95).
PUB TYPE Books (010) -- Guides - Non-Classroom Use (055)

EDRS PRICE Document Not Available from EDRS.
DESCRIPTORS *Attitudes; Cooperation; Educational Change; Educational Planning; Educational Technology; *Influences; Interpersonal Relationship; Interprofessional Relationship; *Librarians; *Library Role; *Professional Development; *School Libraries; Secondary Education; Teamwork
IDENTIFIERS Influence Strategies

ABSTRACT

School librarians are educators no less than teachers and administrators, and their roles grow ever more important. In most schools, however, there is a gap between the ideal influential role of the school librarian and the actual role of the practicing librarian. The book addresses overcoming this gap for secondary school librarians, not from the perspective of the librarian, but from an organizational influence perspective. This relates to a fundamental principle that influence results from the perceptions of the person to be influenced, not from the perceptions of the person doing the influencing. The contents are drawn largely from research and theory not commonly applied to libraries and librarians. Part 1 considers the need for and absence of librarian influence and asks if the reader really wants change. Part 2 assumes that change is wanted, and describes potential sources of influence that can be developed by virtually any school librarian. Part 3 offers some ideas for building a more influential relationship with selected constituents in the school library setting. (Contains 3 references.) (SLD)

****
* Reproductions supplied by EDRS are the best that can be made *
* from the original document. *
****